CS800-30

THE WEEKLY OF
BUSINESS AVIATION™

Vol. 53 No. 24 | INTELLIGENCE | Page 227

LUCAS AEROSPACE, which was recently designated by the Allison Gas Turbine Division of General Motors as a preferred supplier of engine equipment and systems for GMA 2100 and 3000 series engines *(BA, Nov. 11/194)*, wants to develop similar relationships with other engine or airframe companies. Tony Edwards, managing director of Lucas, said he's "anxious to develop a few, a handful" of such relationships under which Lucas and its partner companies "will support each other through thick and thin."

DESPITE the continuing recession, British Aerospace officials said last week they have concluded sales of nine BAe 125-800 business jets to four customers in a two-week period from the end of November through the first few days of December. The sales, which include some aircraft for which customers previously heid options, include multiple unit sales to two customers.

PIAGGiO AVIATION, which previously acknowledged difficulty finding U.S. customers for the Avanti twin pusher prop *(BA, Nov. 18/203)*, is offering free fuel for customers who sign sales contracts by Jan. 31. Piaggio said North American customers who sign up by that date will receive free fuel for two years or 800 flight hours, whichever comes first. Piaggio is continuing its previously announced free maintenance plan for two years/800 hours for Avanti buyers. "The net result," said Ted Eland, vice president of marketing, "is that direct operating costs drop to an insignificant level during the time that Piaggio is picking up the fuel and maintenance expense."

JONATHAN HOWE OUT AT NBAA; JOHN WINANT TO SERVE IN INTERIM POST

Jonathan Howe, who had been president of the National Business Aircraft Association since September of 1986, resigned abruptly last week and NBAA's board of directors said Howe will be replaced on an interim basis by former NBAA President John Winant.

A few senior NBAA staff members were told Monday that Howe was leaving; the remainder heard the news Tuesday. Howe was expected to vacate his office by the end of last week and Winant will be at NBAA headquarters tomorrow. Under a short-term agreement between Howe and the NBAA board, he will continue to represent the association until later this month at some previously scheduled meetings. Howe has served as chairman of FAA's Aviation Rulemaking Advisory Committee since that group was formed in May and he told *BA* Wednesday he was asked by then FAA Administrator James Busey to continue as chairman of ARAC after his departure from NBAA.

Byron (Skip) Reed, who was elected NBAA board chairman at the association's annual convention in Houston in October, spent several days in Washington last week in an effort to ensure an orderly transition. Reed said the board was pleased with the work being done by NBAA's staff and indicated no additional personnel changes are anticipated.

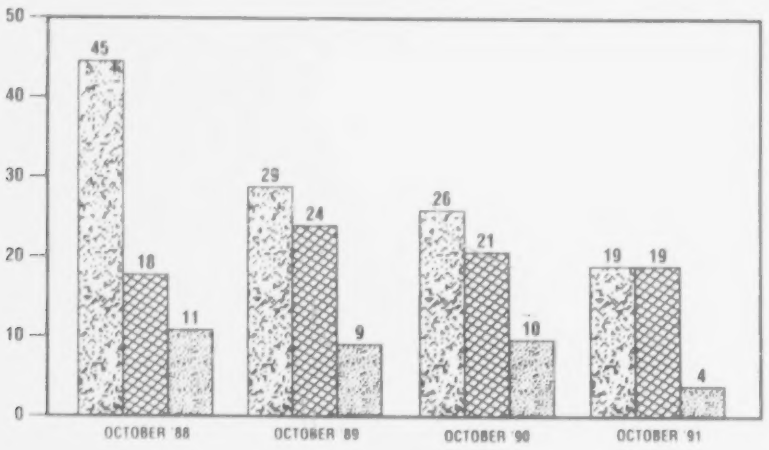
A search committee – Frederick Haap III, director of aviation for The Mead Corp.; Raleigh Drennon, director of aviation for BFGoodrich Co.; and Bill Wagner, chief pilot of Townsend Engineering – was named to oversee the search for a permanent successor to Howe. Haap is the immediate past chairman of NBAA's board and Drennon previously served as chairman. Townsend is a member of the board. Reed, who is chief pilot for H.B. Zachry Co., said the search committee will employ an executive search and recruitment firm,

(Continued on Page 228)

NOW ONLINE WORLDWIDE

The Weekly of BUSINESS AVIATION • 1156 15th Street, N.W. • Washington, D.C. 20005 • 202-822-4600 • FAX 202-293-2682 • **Dave Old**ogan/Editor, **Kerry Lynch**/Assistant Editor, **Martin Sibley**/Senior Copy Editor, **Tom Woodall**/Publisher • Published weekly by the Aviation Week Group of McGraw-Hill, Inc. 1221 Avenue of the Americas, New York, N.Y. 10020. (ISSN No. 0509-9528/90) • **Officers of McGraw-Hill, Inc.**; Joseph L. Dionne, Chairman, President and Chief Executive Officer; Robert N. Landes, Executive Vice President, General Counsel, and Secretary; Harold W. McGraw, III, Executive Vice President; Frank D. Penglase, Senior Vice President, Treasury Operations; and Kenneth E. Gazzola, Executive Vice President, Aviation Week Group. • Subscription rates: Within the U.S., one year $450, 6 months $290. Quantity rates on request. Mailed first class. COPYRIGHT © 1991 by McGraw-Hill, Inc. All rights reserved. None of the content of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means (electronic, mechanical, photocopying, recording or otherwise) without the prior written permission of the publisher.

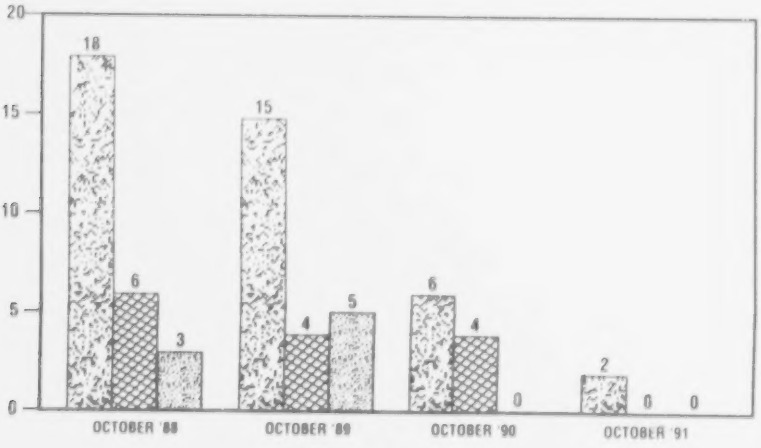
USED RETAIL JET DELIVERIES — NORTH AMERICA



FOR OCTOBER OF 1991

LIGHT MEDIUM HEAVY

USED RETAIL JET DELIVERIES — OUTSIDE NORTH AMERICA



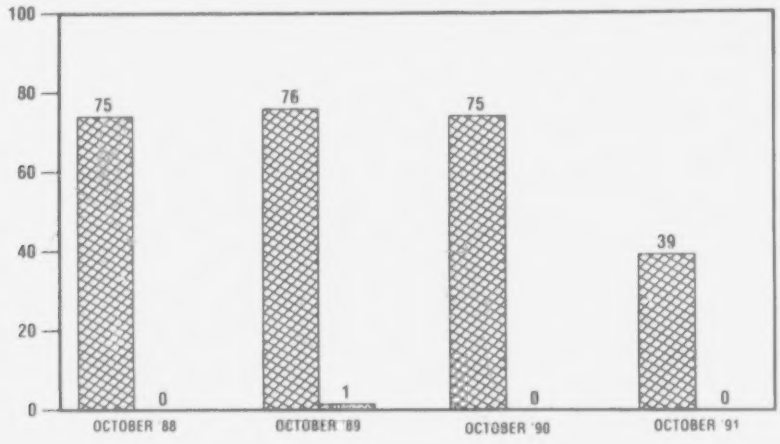
FOR OCTOBER OF 1991

LIGHT MEDIUM HEAVY

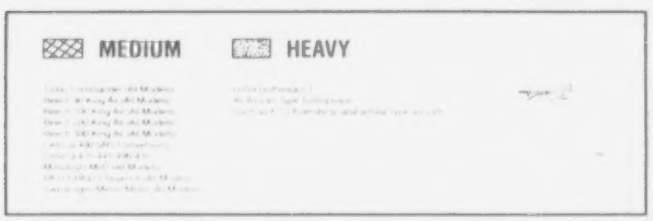
SOURCE: AVDATA, INC., WICHITA, KS

NOVEMBER '91

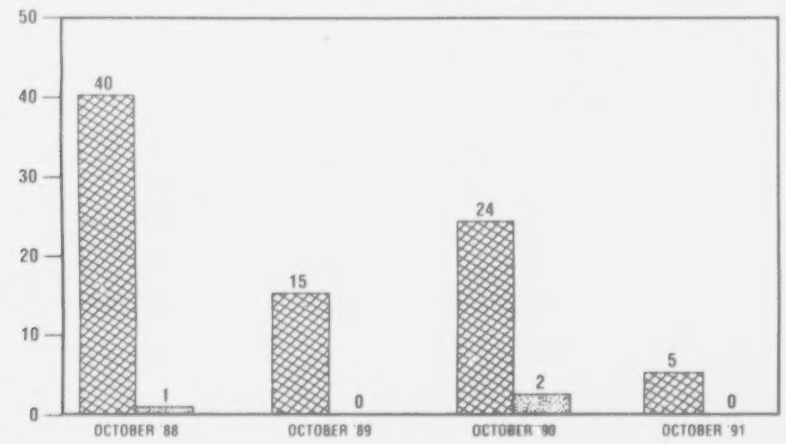
USED RETAIL TURBOPROP DELIVERIES — NORTH AMERICA



FOR OCTOBER OF 1991



USED RETAIL TURBOPROP DELIVERIES — OUTSIDE NORTH AMERICA



FOR OCTOBER OF 1991

SOURCE: AVDATA, INC., WICHITA, KS

NOVEMBER '91

COPYRIGHT © 1991 McGRAW-HILL, INC.